custom rates
annual survey summary
1984

a budget guide for 1985 custom rates

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PREFACE

There has been a growing demand for custom rate information as more and more Alberta farmers become involved in either custom work or land rental. In tight economic times, these alternatives to owning assets have their greatest appeal. As custom and rental agreements are being negotiated, it is useful to know what others are paying or charging for similar services. Since 1977, Alberta Agriculture has annually surveyed custom and rental rates to provide information to farmers and custom operators making custom work and rental decisions.

This publication presents a summary of custom work and land rental rates during 1984. These rates are intended only as a guide for 1985. They are not to be interpreted as the rates you may charge or pay.

This publication is a cooperative endeavor by Alberta Agriculture's Statistics Branch and Farm Business Management Branch. The publication was prepared by Claire Lukey, under the supervision of Gerd Andres, Farm Business Management Branch from data collected by Maureen Whitlock, Statistics Branch and Peggy Johnson, Farm Business Management Branch.

THE DEPARTMENT GRATEFULLY ACKNOWLEDGES THE CONTRIBUTION OF THE FARMERS AND CUSTOM OPERATORS WHO WILLINGLY COOPERATED BY PROVIDING INFORMATION ABOUT THEIR CUSTOM AND RENTAL RATES.

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INTRODUCTION

Many farmers, because of labor requirements, economics or other reasons do not choose to own all farm machinery. Custom services can often be hired as an alternative way to obtain machinery services. This is particularly true where present machinery can not handle the volume in the time available or where annual volume is small.

Custom work can be defined as contracting men, power units, machinery or other equipment for performing specific farm jobs. Depending on the type of custom operator (casual, part-time or full-time operator), custom rates normally include all costs for operating (variable costs) and some or all costs for owning machinery (fixed costs). Additional costs for labor, management and profit may also be included. Costs for materials such as chemicals, fertilizers, seed and extra labor is not included in custom rates unless specified.

Objective

The Annual Custom Rate Survey began as a response to a need for this type of information by farmers, custom operators and agriculturists. Thus, during 1984, Alberta Agriculture's Statistics Branch and the Farm Business Management Branch continued to collect custom rate information in Alberta.

The specific objective of this publication was to organize and report 1984 custom rates for certain custom operations on the farm. No effort was made to evaluate "fairness" of reported rates. The goal was to report what is being charged, not what should be charged.

Sample Size

The reader should note that the sample size is often small and thus, reported rates should only be used as general indications of rates that are being charged for the various custom operations in Alberta. Custom rates in this publication do not replace the necessity to evaluate individual custom operations on their own merit. Custom rates in this publication are not to be interpreted as recommended rates. To calculate and evaluate individual custom operations, worksheets are provided on Page 30 and 31 of this publication.

Use of Custom Rates

Custom rate information can be useful to many people involved in agriculture and other related activities. Farmers may find custom rates useful as a GUIDE for machinery management, budgeting and financial planning for credit needs. Also, custom rates can be useful as GUIDES in negotiating settlements for work performed for neighbors or others. Lenders, educators, government institutions and others doing budgeting

or planning analysis may also find custom rates useful as GUIDES in their work. Custom operators can use the GUIDES to compare their own rate with the market rate in a certain area.

Understanding the Tables

Custom rates for various operations in Alberta are illustrated on pages 5 to 27. The tables are itemized under type of OPERATION surveyed, location where rates apply, most common rates charged in 1983, range of rates charged in 1984 and most common rates charged in 1984. Under the heading LOCATION, six regions were identified. These regions are outlined on the map on the next page. Where the LOCATION is identified as south, central and north, two regions are combined into one location. South consists of Region 1 and 2, Central consists of Region 3 and 4, and North consists of Region 5 and 6.

Custom rates in 1984 for the various operations are shown as RANGE-1984 and MOST COMMON-1984. The rates quoted most often by custom operators are under the heading MOST COMMON-1984. Variations in rates from lowest to highest are under the heading RANGE-1984. The reason for these ranges are due to many factors of which some are listed below.

Lower rates may be influenced by:

a) neighborly work exchange;
b) location of job in relation to home base of custom operator;
c) custom operator's desire to cover variable costs, but not necessarily all fixed costs;
d) use of older equipment which does not reflect current investment cost;
e) the farmer hiring custom services may provide some part of the costs such as: his own labor, meals, fuel, supervision, transportation or other convenience services; and
f) the size of job.

Higher rates may be influenced by:

a) full-time custom operators who are covering all costs;
b) charging what the market will bear;
c) tough jobs requiring extra power, repairs, fuel or time;
d) field conditions such as rocks, rough terrain, obstructions, or high yield crops; and
e) small size jobs.

WOOD
BUFFALO
NATIONAL
PARK
PEACE
RIVER
REGION
• FAIRVIEW
6
NORTH
EAST
REGION
4
• BARRHEAD
NORTH WEST
REGION
5
WILLMORE
WILDERNESS
PARK
JASPER
NATIONAL
PARK
VERMILION •
NORTH CENTRAL REGION
• RED DEER
3
BANFF
NATIONAL
PARK
SOUTH CENTRAL REGION
2
• CALGARY
1
SOUTHERN REGION
• LETHBRIDGE
WATERTON LAKES
NATIONAL PARK
Alberta
CANADA
AGRICULTURAL REGIONS
• REGIONAL OFFICE

HOW TO USE CUSTOM RATE INFORMATION

Rates quoted in this publication for the various custom operations are expressed in numerous ways (per hour, ton, tonne, bale, acres, etc.). Before comparing the various custom operations, always choose the appropriate basis in which to compare. For example, grain harvesting may require a per acre cost as compared to corral cleaning where a per tonne is more appropriate. When custom rates are given in dollars per hour, a person is advised to always convert to a physical unit cost (bushels, tonnes, acres) that is appropriate to that operation. A low cost per hour can be a very high cost per acre, tonne, etc. Thus, analyzing the rates should be done with care.

Since custom rates quoted in this publication may not suit all custom operators and those hiring custom work, it is advisable to calculate ones own custom costs. The worksheets on page 30 and 31 provide a means for doing the calculations.

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1983	RANGE - 1984	MOST COMMON - 1984
Ground Seeding	Region 1	$3.00-5.75/AC	$3.00-5.50/AC	$3.00-5.50/AC
	Region 2		** $4.00-7.50/AC	** $4.00-7.50/AC
	Region 3	$3.00-5.50/AC	$2.50-2.75/AC	$2.50-2.75/AC
	Region 4		* $1.75/AC	* $1.75/AC
* One Report ** Includes Air Seeders Surveyed June 1984 Total Reports 15	Region 5	$3.00-5.50/AC	** $4.00-7.00/AC	** $4.00-7.00/AC
	Region 6		--	--
Aerial Seeding	Region 1	* $5.00/AC	$3.75-5.00/AC	$4.50-5.00/AC
	Region 2		* $2.50/AC	* $2.50/AC
	Region 3	$3.00/AC	$3.50-4.00/AC	$3.50-4.00/AC
	Region 4		$3.00-4.00/AC	$3.00-4.00/AC
* One Report Surveyed June 1984 Total Reports 25	Region 5	$3.50-4.50/AC	$3.50-4.50/AC	$3.50-4.50/AC
	Region 6		$3.00-3.50/AC	$3.00-3.50/AC
Granular Fertilizer Application Truck Mount, Floaters & Pull-Type	Region 1	$2.75-3.00/AC	$1.75-3.50/AC	$2.75-3.00/AC
	Region 2	$2.50-3.00/AC	$2.25-6.00/AC	$2.75-3.50/AC
	Region 3	$2.75/AC	$2.50-3.00/AC	$2.50-3.00/AC
	Region 4	$2.25-2.50/AC	$2.50-3.00/AC * $5.00/Tonne	$2.50-3.00/AC * $5.00/Tonne
* One Report Surveyed June 1984 Total Reports 42	Region 5	$2.75-$3.00/AC	$1.25-3.00/AC	$2.00-3.00/AC
	Region 6	$3.00-3.25/AC	$3.00-3.25/AC	$3.00-3.25/AC
Granular Fertilizer Application Air Seeder	South	--	* $4.00/AC	* $4.00/AC
	Central	--	$5.00-5.50/AC	$5.00-5.50/AC
* One Report Surveyed June 1984 Total Reports 6	North	--	$4.00-7.00/AC	$4.00-7.00/AC

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1983	RANGE - 1984	MOST COMMON - 1984
Aerial Granular Fertilizer				
	Region 1	* $3.50/AC	* $3.50/AC	* $3.50/AC
	Region 2		* $3.50/AC	* $3.50/AC
	Region 3		--	--
	Region 4	* $5.00/AC	$3.50-5.50/AC	$3.50-5.50/AC
	Region 5	* $3.60/AC * $.03/lb	* $3.50/AC $77-88/Tonne	* $3.50/AC $77-88/Tonne
* One Report Surveyed June 1984 Total Reports 10	Region 6		* $3.50/100 lbs	* $3.50/100 lbs
Anhydrous Ammonia Application				
	Region 1	$420-425/Tonne	$420-440/Tonne	$420-440/Tonne
	Region 2	$410-420/Tonne	$390-465/Tonne	$390-465/Tonne
	Region 3	$385-416/Tonne	$350-450/Tonne	$445-450/Tonne
	Region 4	$418-430/Tonne	$450-455/Tonne	$450-455/Tonne
	Region 5	$413-426/Tonne	$425-450/Tonne	$430-450/Tonne
Surveyed June 1984 Total Reports 20	Region 6	$450/Tonne	$475-567/Tonne	$475-567/Tonne
Liquid Fertilizer Application	Region 1	--	$2.75-7.00/AC	$2.75-4.25/AC
Floater, Truck Mount, Pull-Type & Fixed Wing	Region 2	--	$2.75-3.50/AC	$2.75-3.50/AC
	Region 3	--	$2.75-3.50/AC	$2.75-3.50/AC
	Region 4	--	$3.00-3.50/AC	$3.00-3.50/AC
* One Report	Region 5	--	* $2.75/AC	* $2.75/AC
Surveyed June 1984 Total Reports 16	Region 6	--	$3.25-3.70/AC	$3.25-3.70/AC

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1983	RANGE - 1984	MOST COMMON - 1984
Herbicide Application				
Truck, Floater, Pull-Type & Air Seeder	Region 1	$2.50-3.00/AC	$2.00-9.00/AC	**$2.75-3.50/AC**
	Region 2	$2.00-2.75/AC	$1.75-5.00/AC	**$1.75-3.50/AC**
	Region 3	* $2.50/AC	$2.00-3.50/AC	**$2.00-3.50/AC**
	Region 4	$2.25-3.00/AC	$1.75-3.50/AC	**$2.50-3.50/AC**
* One Report	Region 5	* $1.75/AC	$1.75-3.25/AC	**$1.75-3.25/AC**
Surveyed June 1984				
Total Reports 23	Region 6	$2.50-4.00/AC	* $3.25/AC	* **$3.25/AC**
Aerial Herbicide				
	Region 1	$3.00-4.15/AC	$2.75-5.75/AC	**$2.75-4.50/AC**
	Region 2	$3.00-3.75/AC	$2.50-4.25/AC	**$2.50-4.25/AC**
	Region 3	$2.85-3.00/AC	$3.25-3.50/AC	**$3.25-3.50/AC**
	Region 4	$3.00-3.50/AC	$2.75-4.25/AC	**$2.75-4.25/AC**
	Region 5	$3.50-4.20/AC	$3.15-4.20/AC $77-88/Tonne	**$3.15-4.20/AC** **$77-88/Tonne**
Surveyed June 1984				
Total Reports 51	Region 6	$2.50-3.50/AC	$3.00-4.00/AC	**$3.00-4.00/AC**
Cutting & Conditioning Hay				
	Region 1	$5.00-8.50/AC	$11.70-12.00/AC	**$11.70-12.00/AC**
	Region 2	$6.00-7.00/AC	$7.00-11.00/AC	**$7.00-9.00/AC**
	Region 3	$6.00-7.00/AC	$6.00-7.00/AC	**$6.00-7.00/AC**
	Region 4	* $8.00/AC	* $6.50/AC	* **$6.50/AC**
	Region 5	$5.00-7.00/AC	$6.50-10.00/AC * $45/hr	**$6.50-10.00/AC** * **$45/hr**
* One Report				
Surveyed July 1984				
Total Reports 18	Region 6	$4.00-10.00/AC	$8.00/AC	**$8.00/AC**
Stacking and Hauling				
Small Square Bales	South	$.17-.27/Bale	$.19-.71/Bale * $50/hr	**$.25-.45/Bale** * **$50/hr**
* One Report	Central	--	* $.26-.30/Bale	**$.26-.30/Bale**
Surveyed July 1984				
Total Reports 11	North	--	--	--

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1983	RANGE - 1984	MOST COMMON - 1984
Stacking	South	--	$.18-.30/Bale	$.24-.30/Bale
Small Square Bales * One Report Surveyed July 1984 Total Reports 9	Central	--	* $.25/Bale	* $.25/Bale
	North	--	--	--
Stacking Round Bales	South	* $2.75/Bale	* $40/hr	* $40/hr
* One Report Surveyed July 1984 Total Reports 2	Central	* $55/hr	--	--
	North	$30-100/hr	* $1.75/Bale	* $1.75/Bale
Baling	Region 1	* $.25/Bale	* $.35/Bale	* $.35/Bale
Small Square	Region 2	$.27-.30/Bale	$.30/Bale ** $.60/Bale	$.30/Bale ** $.60/Bale
	Region 3	$.35-.55/Bale	$.25-.45/Bale	$.25-.45/Bale
	Region 4	--	--	--
* One Report ** 16 x 18 Bales (85 lbs) Surveyed July 1984 Total Reports 7	Region 5	* $.25/Bale	--	--
	Region 6	* $.40/Bale	--	--
Baling	Region 1	* $4.50/Bale	* $6.50/Bale * $13.20/Tonne	* $6.50/Bale * $13.20/Tonne
Round Bales	Region 2	$5.00-5.25/Bale	$5.00-7.00/Bale	$5.00-7.00/Bale
	Region 3	$5.00/Bale	$5.00-6.00/Bale	$5.00-6.00/Bale
	Region 4	* $4.50/Bale	$3.50-7.00/Bale	$3.50-7.00/Bale
	Region 5	$4.25-5.00/Bale	$4.00-6.00/Bale	$5.00-5.50/Bale
* One Report Surveyed July 1984 Total Reports 24	Region 6	$4.00-7.00/Bale	$4.00-6.00/Bale	$4.00-6.00/Bale

RATES SURVEYED

OPERATION	LOCATION	Under 100 Miles	100-200 Miles	Over 200 Miles
Long Distance Hay Hauling				
	South	$2.25-2.40/loaded mile $14.30-24.20/Tonne * $5.50/round bale	$2.25-2.40/loaded mile * $38.50/Tonne --	$2.25-2.40/loaded mile * $49.50/Tonne --
	Central	$2.75/loaded mile $.50-.80/square bale $10-11/round bale	$2.30-2.75/loaded mile * $.85/square bale --	$2.30-2.75/loaded mile * $1.25/square bale --
* One Report Surveyed July 1984 Total Reports 25	North	* $3.00/loaded mile	* $3.00/loaded mile	$2.75-3.00/loaded mile

		MOST COMMON - 1983	RANGE - 1984	MOST COMMON - 1984
Silage Making - Combined Operations				
Swathing, Harvesting, Hauling & Packing	Alberta	--	$7.00-12.00/Tonne	**$7.00-12.00/Tonne**
Harvesting, Hauling & Packing	Alberta	--	$100-125/hr	**$100-125/hr**
Swathing, Harvesting & Hauling	Alberta	--	* $9/Tonne	* **$9/Tonne**
Silo Press	Alberta	Operator & bag included Rental, bag included, no operator		* **$1800/Full Bag** * **$900/Full Bag**
Harvesting & Hauling	South	$4.00-6.50/Tonne	* $9/Tonne $160-190/hr	* **$9/Tonne** **$160-190/hr**
	Central	--	--	--
	North	$90-100/hr	--	--
Swathing & Harvesting	South	$5.50-7.75/Tonne	* $45/hr	* **$45/hr**
* One Report Surveyed August 1984 Total Reports 13	Central	$3.50-5.60/Tonne	--	--
	North	--	--	--

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1983	RANGE - 1984	MOST COMMON - 1984
Swathing - Silage	South	$5.00-7.50/AC	$5.00-6.75/AC * $1.00/Tonne	$5.00-6.75/AC * $1.00/Tonne
* One Report Surveyed August 1984 Total Reports 6	Central	* $5.60/Tonne	$5.00-6.00/AC	$5.00-6.00/AC
	North	--	* $8.00/AC	* $8.00/AC
Harvesting Silage (Wet)	South	$4.50-7.00/Tonne	$3.83-3.94/Tonne	$2.75-3.94/Tonne
* One Report Surveyed August 1984 Total Reports 6	Central	$3.25-3.50/Tonne	* $1.75/Tonne	* $1.75/Tonne
	North	* $5.00/Tonne	* $3.94/Tonne	* $3.94/Tonne
Hauling Silage	South	$1.00-1.60/Tonne	$1.10-4.15/Tonne $30-65/hr	$1.10-4.15/Tonne $30-40/hr
	Central	$1.30-2.00/Tonne	$30-40/hr	$30-40/hr
Surveyed August 1984 Total Reports 11	North	--	* $35/hr	* $35/hr
Packing Silage	South	--	* $1.10/Tonne * $60/hr	* $1.10/Tonne * $60/hr
	Central	--	* $1.65/Tonne * $50/hr	* $1.65/Tonne * $50/hr
* One Report Surveyed August 1984 Total Reports 5	North	--	$50/hr	$50/hr

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1983	RANGE - 1984	MOST COMMON - 1984
Combining				
	Region 1	$10-22/AC * $80/hr	$15/AC	**$15/AC**
	Region 2	* $12/AC $100-125/hr	$12-18/AC	**$12-18/AC**
	Region 3	$10-18/AC $100-110/hr	$8.50-14.00/AC * $95/hr	**$12.50-14/AC** * **$95/hr**
	Region 4	$12/AC $85-110/hr	$12-15/AC	**$12-15/AC**
* One Report Surveyed September-October 1984 Total Reports 23	Region 5	* $100/hr	$8.75-15.00/AC	**$8.75-15.00/AC**
	Region 6	* $12/AC * $100/hr	$12-14/AC	**$12-14/AC**
Combining and Trucking				
	Region 1	$20-21/AC $75-80/hr	$16-25/AC ** $12/AC	**$16-18/AC** ** **$12/AC**
	Region 2	$18-18.50/AC $120-125/hr	$15-21/AC	**$15-17/AC**
	Region 3	* $110/hr	--	--
	Region 4	$95/hr	$14-17/AC	**$14-17/AC**
* One Report ** Includes Swathing Surveyed September-October 1984 Total Reports 25	Region 5	* $19/AC $85-100/hr	$7.00-18/AC ** $18/AC	**$14-15/AC** ** **$18/AC**
	Region 6	--	$13.00-15.60/AC	**$13.00-15.60/AC**
Grain Swathing				
	Region 1	$5.00/AC	$5.00-9.00/AC	**$5.00-6.00/AC**
	Region 2		$5.00-8.50/AC	**$5.00-6.00/AC**
	Region 3	$5.00/AC	$5.00-10.00/AC	**$5.00-10.00/AC**
	Region 4		$3.75-5.50/AC	**$4.50-5.50/AC**
	Region 5	$5.50/AC	$3.00-6.00/AC	**$3.00-6.00/AC**
Surveyed September-October 1984 Total Reports 19	Region 6		$5.00/AC	**$5.00/AC**

RATES SURVEYED

OPERATION	LOCATION	0-24 Miles	25-50 Miles	51-100 Miles	Over 100 Miles
Long Distance Grain Hauling					
22 to 37 tonne trucks	Region 1				
$ per tonne	Range	$4.60-5.60	$5.50-7.95	$9.20-10.30	--
	Most Common	$5.50	$5.50-6.90	--	--
	Region 2				
	Range	$4.60-5.72	$4.60-7.60	$6.50-11.76	$16.75
	Most Common	$4.78-5.50	$5.72-6.70	$7.02-11.50	(175 miles)
	Region 3				
	Range	$4.60-5.05	$5.97-7.35	$7.06-11.50	$11.50-16.10
	Most Common	$4.88	--	$9.20-11.00	(135-200 miles)
	Region 4				
	Range	$3.00-5.97	$5.97-7.00	$8.41-10.75	$11.36-18.00
	Most Common	$4.96-5.97	--	--	(150-250 miles)
	Region 5				
	Range	$4.50-5.72	$5.72-7.61	$7.90-10.67	--
	Most Common	--	--	--	--
	Region 6				
Surveyed September-October 1984	Range	$5.00-5.10	$7.00-9.00	$8.00-8.60	$26.50-27.50
Total Surveyed 79	Most Common	$5.00	--	--	(300 miles)

		MOST COMMON - 1983	RANGE - 1984	MOST COMMON - 1984
Grain Drying	South	--	$.28-.33/Bu	$.28-.33/Bu
	Central	$.04-.40/Bu	$.30-.35/Bu	$.30-.35/Bu
Surveyed September-October 1984	North	* $.30/Bu	$.12-.78/Bu	$.12-.35/Bu
Total Reports 11				
Cultivating	Region 1	$3.75-4.40/AC	$3.00-4.50/AC	$3.00-4.50/AC
	Region 2		$3.75-7.00/AC	$4.75-5.50/AC
	Region 3	$5.00/AC	$2.50-11.60/AC	$4.90-6.00/AC
	Region 4		* $5.00/AC	* $5.00/AC
	Region 5	$3.00-3.50/AC	$3.00-10.00/AC	$6.00-7.50/AC
* One Report	Region 6		* $4.50/AC	* $4.50/AC
Surveyed October 1984				
Total Reports 29				

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1983	RANGE - 1984	MOST COMMON - 1984
Discing				
	Region 1	$3.50-6.00/AC	$3.40-4.50/AC	$3.40-4.50/AC
	Region 2		$5.00-7.00/AC	$5.00-7.00/AC
	Region 3	$6.50-7.00/AC	$3.70-5.85/AC	$3.70-5.85/AC
	Region 4		* $5.00/AC	* $5.00/AC
* One Report	Region 5	$4.50-7.00	$4.00-25.00/AC	$6.00-$10.00/AC
Surveyed October 1984				
Total Reports 17	Region 6		* $8.00/AC	* $8.00/AC
Plowing				
	South	$17.00-19.00/AC	$3.40-17.00/AC	$3.40-17.00/AC
* One Report	Central	--	* $11.60/AC	* $11.60/AC
Surveyed October 1984				
Total Reports 6	North	$8.00-12.50/AC	$6.00-15.00/AC	$6.00-7.50/AC
Rototilling				
	South	$68-86/AC $115-135/hr	$55-73/AC	$55-73/AC
	Central	* $75/AC * $100/hr	--	--
Surveyed October 1984				
Total Reports 3	North	--	--	--
Harrows	Alberta	$1.75-2.50/AC	$1.75-4.00/AC	$1.75-3.40/AC
Rock Picking		$55-59/hr	* $55/hr	* $55/hr
* One Report				
Surveyed October 1984				
Total Reports 7				

PATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1983	RANGE - 1984	MOST COMMON - 1984
Fencing	Alberta			
3 & 4 Wires, Labor, Equipment		$220-625/km	$350-1600/km $6-50/hr	$590-1000/km $37.50-50.00/hr
Planking, Labor, Equipment		$815/km	$1.25-2.00/ft $8.25-50.00/hr	$1.25-2.00/ft $45-50/hr
Planking, Labor, Equipment, Material			* $6.00/ft	* $6.00/ft
Chain Link, Labor, Equipment		--	$1.50-3.00/ft	$1.50-3.00/ft
Chain Link, Labor, Equipment, Material		--	$6.00-10.00/ft	$6.00-10.00/ft
Page Wire * One Report Surveyed May 1984 Total Report 36		--	* $1.25/ft $50/hr $275-1225/QS	* $1.25/ft $50/hr $275-1225/QS
Fence Removal	Alberta			
Barbed Wire		$220-940/km	$220-350/km	$220-290/km
Chain Link		--	$.30-1.50/ft	$.30-1.50/ft
Planking * One Report Surveyed May 1984 Total Reports 14		--	* $1.25/ft	* $1.25/ft
Post Pounding	Alberta	$50/hr		
2-3 Men, Labor, Equipment		--	$25-50/hr	$25-50/hr
Labor, Equipment * One Report Surveyed May 1984 Total Reports 12		--	$30-55/hr * $875/km * $.30/Post	$30-55/hr * $875/km * $.30/Post

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1983	RANGE - 1984	MOST COMMON - 1984
Grain Processing - Grinding				
	Region 1	$9.00-$22/Tonne	$12-20/Tonne	$12.00-15.45/Tonne
	Region 2		$8.25-20.00/Tonne * $40/130 Bu	$8.25-13.00/Tonne * $40/130 Bu
	Region 3	$5.00-10.00/Tonne	$8.80-11.00/Tonne	$8.80-11.00/Tonne
	Region 4		* $8.00/Tonne	* $8.00/Tonne
	Region 5	$8.00-11.00/Tonne	$6.50-14.00/Tonne * $35/125 Bu	$6.50-8.80/Tonne * $35/125 Bu
* One Report Surveyed May 1984 Total Reports 23	Region 6		* $13.20/Tonne	* $13.20/Tonne
Grain Processing - Dry Rolling				
	Region 1	--	$12-15/Tonne	$12-15/Tonne
	Region 2	--	$8.25-14.00/Tonne * $40/130 Bu	$10.00-12.00/Tonne * $40/130 Bu
	Region 3	--	$8.25-11.00/Tonne	$8.80-10.00/Tonne
	Region 4	--	* $8.00/Tonne	* $8.00/Tonne
	Region 5	--	$6.50-13.20/Tonne * $35/125 Bu	$6.50-8.80/Tonne * $35/125 Bu
* One Report Surveyed May 1984 Total Reports 22	Region 6	--	* $13.20/Tonne	* $13.20/Tonne
Grain Processing - Steam Rolling				
	South	--	$15.00-18.00/Tonne	$15.00-18.00/Tonne
* One Report Surveyed May 1984 Total Reports 7	Central	--	* $19.80/Tonne	* $19.80/Tonne
	North	--	* $17.50/Tonne	* $17.50/Tonne
Grain Processing - Pelleting				
	South	--	$15.00-30.00/Tonne	$15.00-18.00/Tonne
* One Report Surveyed May 1984 Total Reports 6	Central	--	* $38.60/Tonne	* $38.60/Tonne
	North	--	--	--

RATES SURVEYED

OPERATION

Livestock Hauling - Alberta

Miles	Possum Belly Liner	Straightliner	Body Truck
0-50 miles	$100-200/load	$85-185/load	$25-150/load
50-100 miles	$240-300/load	$200-275/load	$200-300/load
100-200 miles	$480-550/load	$230-460/load	$200-400/load
200+ miles	$2.25-2.75/loaded mile	$1.75-2.50/loaded mile	$2.00/loaded mile

Surveyed May 1984
Total Reports 144

Custom Corral Cleaning - Alberta

Type of Equipment	Range 1983	Range 1984
1-2 Loaders, 2 Spreaders, 4-5 Operators	--	$145-170/hr $40-45/hr/unit
Loader, 2 Spreaders, 2-4 Operators	$90-160/hr	$90-140/hr $35/hr/unit
Loader, 1 Spreader, Operator	$40-65/hr	$32-160/hr
1-2 Truck Mount Spreader with Operator	$70-90/hr	* $45/hr/unit
Loader with Operator	--	$30-55/hr * $25/load
5000 Gallon Liquid Manure Spreader	$60/hr	--
Hauling Fee	--	* $30

* One Report
Surveyed November 1984
Total Reports 37

LAND BREAKING AND CLEARING

The land clearing and breaking survey was conducted in October and November, 1984. Seventy-five contacts were made throughout the province and tabulated below. Please note that these rates (indicated on a per acre basis) can vary depending on bush type, terrain and equipment used.

SOUTHERN ALBERTA		COST PER ACRE		
OPERATION	EQUIPMENT	MOST COMMON 1983	RANGE 1984	MOST COMMON 1984
Brushing and Piling	D6 (140-180 hp)	$90	--	--
	D7, D7E (180-200 hp)	$120	$140	$140
	D8 (225-335 hp)	$120	$120-160	$120-135
Repiling	D8 (225 hp)	--	* $38	* $38
Dugouts	D7 (180-200 hp)	$120/hr	--	--
	D8 (225-335 hp)	--	* $90/hr	* $90/hr
Discing	10' Rome Disc	$20	--	--
	12' Disc	$22.50	--	--
	12'-14' Disc, Rental	--	$7.00	$7.00
	25' Disc, Rental	--	* $6.50	* $6.50
Cultivating	16' Cultivator	--	* $13	* $13
Plowing	3 x 26 Plow	$25	--	--
	Rotary Plow	$70	--	--
	7 x 18 Plow	--	* $19	* $19
Rototilling	10' Rotoclear	--	* $110	* $110
Root Raking	7 Wheel Rake	$10	--	--
Rock Raking	20' Rockomatic	--	* $59/hr	* $59/hr

CENTRAL ALBERTA

OPERATION	EQUIPMENT	COST PER ACRE MOST COMMON 1983	RANGE 1984	MOST COMMON 1984
Brushing and Piling	D6 w/ dozer blade, D6E (140-180 hp)	$100	$110-200	$110-200
	D7, D7G, D7, 17A (180-200 hp)	$120	$92.50-180	$92.50-130
	D8 (225-335 hp)	$130	$127-128	$127-128
Discing	8'-10' Kello Disc	--	$17-20	$17-20
	10' Rome Disc	--	* $32.50	* $32.50
	10' Offset	$17.50	--	--
	11' Offset	$22.50	--	--
	12' Kello Disc	--	$16.25-30	$16.25-30
Plowing	3 x 26 bottom 4 x 26 bottom	$35	--	--
Dugouts	D6E, D6O (145-180 hp)	--	$55-65/hr	$55-65/hr
	D7 (180-200 hp)	$120/hr	* $88/hr	* $88/hr
	D8 (225-335 hp)	--	* $101/hr	* $101/hr
Ripping	D7 (180-200 hp)	--	$150-180	$150-180
Root Raking	D7, 12' Rake (180-200 hp)	--	* $82/hr	* $82/hr

NORTHERN ALBERTA

OPERATION	EQUIPMENT	COST PER ACRE MOST COMMON 1983	COST PER ACRE RANGE 1984	COST PER ACRE MOST COMMON 1984
Brushing and Piling	16B Fiat (220 hp)	--	* $100	* $100
	D6, D6C (140-180 hp)	$100	$73-103	$97.50-103
	D7, D7E, D7G (180-200 hp)	$135	$87-120	$95-102
	D8, D8H (225-335 hp)	$135	$100-104	$100-104
Discing	10'-12' Kello Disc	$20-22.50	$21.40-25	$21.40-25
	9.5'-12' Rome Disc	$20-22.50	$18-30	$18-20
Plowing	2x24, 2x26 Plow	$35	* $36.70	* $36.70
	3 x 26 Plow	$35	--	--
	1 x 38 Plow	--	* $48	* $48
	4' Plow	$40	--	--
Cultivating	12'-14' Chisel Plow	--	$12	$12
Dugout, Drainage, Ditching	D6C, D7E (140-180 hp)	--	$55-67/hr	$55-67/hr
	D7, D8 (180-335 hp)	$130/hr	--	--
Repiling	D7G (200 hp)	--	$9.00-9.70	$9.00-9.70
Ripping	D7E (180 hp)	--	* $120	* $120
Root Raking	5-7 Wheel Rake	$10	--	--
	11' Rake	--	* $53/hr	* $53/hr
	Rental	$175/day	--	--

* One Report
Surveyed October and November 1984
Total Reports 73

MACHINE RENTAL

EQUIPMENT	LOCATION	MOST COMMON 1983	RANGE 1984	MOST COMMON 1984
Air Seeder	Alberta	--	$1.75-2.75/AC	**$1.75-2.75/AC**
Seed Drill	Alberta	$3.00/AC	* $28/day	* **$28/day**
* One Report Surveyed June 1984 Total Reports 3				
Anhydrous Ammonia Equipment	Alberta	$70-75/Tonne	--	--
	Region 1	--	$45-75/Tonne	**$45-75/Tonne**
	Region 2	--	$37-75/Tonne $3.75-4.00/AC	**$37-75/Tonne** **$3.75-4.00/AC**
	Region 3	--	$70-75/Tonne * $2.00/AC	**$70-75/Tonne** * **$2.00/AC**
	Region 4	--	$22-85/Tonne * $1.50/AC	**$22-85/Tonne** * **$1.50/AC**
* One Report Surveyed June 1984 Total Reports 18	Region 5	--	$75/Tonne	**$75/Tonne**
	Region 6	--	* $50/Tonne	* **$50/Tonne**
Liquid Fertilizer Equipment	Alberta	$4.00/AC	--	--
	South	--	* $.75/AC	* **$.75/AC**
* One Report Surveyed June 1984 Total Reports 3	Central	--	* $3.50/AC	* **$3.50/AC**
	North	--	* $1.50/AC	* **$1.50/AC**
Herbicide Equipment (Pull-Type)	South	--	$.75-1.00/AC	**$.75-1.00/AC**
	Central	--	$.50-.80/AC	**$.50-.80/AC**
Surveyed June 1984 Total Reports 16	North	--	$.60-2.50/AC	**$.60-1.00/AC**
Herbicide Equipment (Floater)	South	--	$1.00/AC	**$1.00/AC**
	Central	--	* $1.00/AC	* **$1.00/AC**
* One Report Surveyed June 1984 Total Reports 5	North	--	* $2.75/AC * $50/day	* **$2.75/AC** * **$50/day**

MACHINE RENTAL

EQUIPMENT	LOCATION	MOST COMMON 1983	RANGE 1984	MOST COMMON 1984
Herbicide Equipment (Air Seeder)	South	--	--	--
* One Report Surveyed June 1984 Total Reports 4	Central	--	$.70-1.00/AC	$.70-1.00/AC
	North	--	* $1.00/AC	* $1.00/AC
Fertilizer (Floater)	South	$20/day	* $4.00/AC	* $4.00/AC
* One Report Surveyed June 1984 Total Reports 2	Central	--	--	--
	North	--	* $50/day	* $50/day
Fertilizer (Truck Mount)	South	$5-6/Tonne	--	--
* One Report Surveyed June 1984 Total Reports 1	Central	$10-25/day	--	--
	North	--	* $3.00/AC	* $3.00/AC
Fertilizer (Pull-Type)	South	$1.00/AC	$.65-4.00/AC $4.00-5.50/Tonne $40-45/day	$.75-1.00/AC $4.00-5.50/Tonne $40-45/day
	Central	$.50-3.00/AC $3.00-5.00/Tonne $25-40/day	$.50-1.50/AC $3.00-8.00/Tonne $20-30/day * $20/load	$.50-1.00/AC $5.00-6.00/Tonne $20-30/day * $20/load
* One Report Surveyed June 1984 Total Reports 41	North	$5.00/Tonne $45-60/day	* $.60/AC $5.00-9.00/Tonne $35-100/day	* $.60/AC $5.00-9.00/Tonne $45-55/day
Tractors				
Under 60 PTO H.P. 60-100 PTO H.P. 100-180 PTO H.P. 4 WD	Alberta	$.24/hr/PTO H.P. $.26/hr/PTO H.P. $.20/hr/PTO H.P. $.24/hr/PTO H.P.	$.24/hr/PTO H.P. $.24-.26/hr/PTO H.P. $.20/hr/PTO H.P. $.21/hr/PTO H.P.	

LAND LEASING

Land leasing is an important element of farming today. In 1984 fifty-two per cent of land rented in Alberta was on a cash basis. In 1984 forty-eight per cent surveyed had a crop share arrangement. The figures reveal an upward trend of eight per cent in crop share agreements. At the same time the cash rent agreements have reduced eight per cent. Crop share agreements involve a sharing of risk between landlord and tenant, while cash rent leases leave all risk with the tenant.

The major factors that seem to influence the rental rates for land are:

1) The demand for rental land in the area;
2) Variation in the quality and productivity of land;
3) Transactions at arm's length;
4) The dependability of the tenant;
5) The length and terms of the lease or cash rent agreement;
6) Location; and
7) Who's willing to bear the risk.

The rates listed below are broken into major regions of the province. The variability in the price is basically due to the above factors.

OPERATION	LOCATION	MOST COMMON - 1983	RANGE - 1984	MOST COMMON - 1984
	Region 1	$25-40/AC $50-60/AC	$2.20-60.00/AC * $39-150/AC	$25-35/AC * $58-80/AC
	Region 2	$30-40/AC	$15-52/AC	$25-45/AC
	Region 3	$25-40/AC	$9.00-45.00/AC	$20-30/AC
	Region 4	$20-35/AC	$25-42/AC	$25-35/AC
* Irrigated Land Surveyed February, March, April 1984 Total Reports 159	Region 5	$18-25/AC	$7-40/AC	$15-25/AC
	Region 6	$15-25/AC	$15-30/AC	$15-25/AC

ADDITIONAL INFORMATION FOR CASH RENT ARRANGEMENTS

- 1% of the agreements were for a 4 year term. This was an increase of 1% from 1983.
- 7% of the agreements were for over a 5 year term. This was a decrease of 4% from 1983.
- 8% of the agreements were for a 2 year term. This was an increase of 5% from 1983.
- 12% of the agreements were for a 5 year term. This was a decrease of 14% from 1983.
- 24% of the agreements were for a 3 year term. This was an increase of 13% from 1983.
- 42% of the agreements were for a 1 year term. This was a decrease of 7% from 1983.
- 6% of the surveys did not state a term. This was a decrease of 5% from 1983.

- In Region 1, 45% of all land agreements were on a cash basis. This was a decrease of 20% from 1983.
- In Region 2, 42% of all land agreements were on a cash basis. This was an increase of 11% from 1983.
- In Region 3, 64% of all land agreements were on a cash basis. This was an increase of 4% from 1983.
- In Region 4, 59% of all land agreements were on a cash basis. This was a decrease of 12% from 1983.
- In Region 5, 66% of all land agreements were on a cash basis. This was a decrease of 9% from 1983.
- In Region 6, 40% of all land agreements were on a cash basis. This was a decrease of 27% from 1983.

CROPSHARE ARRANGEMENTS

Region	Number of Leases	Cropshare Agreement (Per Cent) Landlord	Tenant	Notes
1	1	20	80	Landlord pays tax + 4/5 water.
	1	25	75	Second half of a 10 year lease.
	21	33	67	--
	5	40	60	--
	2	50	50	Most extras split ½:½
2	1	17	83	Twenty years, tenant pays all extras.
	28	33	67	--
	1	40	60	--
	2	50	50	--
3	2	33	67	Hayland
	14	33	67	--
4	18	33	67	--
	1	50	50	Tenant pays ½ extras
5	1	25	75	--
	1	33	67	Hayland
	16	33	67	--
6	9	25	75	--
	2	30	70	--
	15	33	67	--

Surveyed February, March, April 1984
Total Reports 145

ADDITIONAL INFORMATION FOR CROPSHARE ARRANGEMENTS

- 2% of the agreements were for a term of 2 years. This was the same as the 1983 figure.
- 2% of the agreements were for a term of 4 years. This was an increase of 1% from 1983.
- 4% of the agreements were for a term of over 5 years. This was a decrease of 3% from 1983.
- 29% of the agreements were for a term of 1 year. This was a decrease of 10% from 1983.
- 30% of the agreements were for a term of 3 years. This was an increase of 2% from 1983.
- 17% of the surveys did not state a term. This was an increase of 10% from 1983.

- In Region 1, 55% of all land agreements were on a cropshare arrangement. This was an increase of 20% from 1983.
- In Region 2, 58% of all land agreements were on a cropshare arrangement. This was a decrease of 11% from 1983.
- In Region 3, 36% of all land agreements were on a cropshare arrangement. This was a decrease of 4% from 1983.
- In Region 4, 41% of all land agreements were on a cropshare arrangement. This was an increase of 12% from 1983.
- In Region 5, 34% of all land agreements were on a cropshare arrangement. This was an increase of 9% from 1983.
- In Region 6, 60% of all land agreements were on a cropshare arrangement. This was an increase of 27% from 1983.

CASH RENT - PASTURE

Location	Most Common - 1983	Range - 1984	Most Common - 1984
Region 1		$3.18-15.00/AUM	$6.00-10.70/AUM
	$11-14/AUM	$2.00-10.40/AC	$2.00-7.00/AC
	$1.60-13.00/AC		
Region 2		$4.30-20.00/AUM	$6.25-9.60/AUM
		$.38-17.25/AC	$3.60-13.60/AC
Region 3		$2.00-13.00/AUM	$6.00-10.00/AUM
	$9.00-12.00/AUM	$.96-30.50/AC	$11.25-13.55/AC
	$14.50-25.00/AC		
Region 4		$10-12/AUM	$10-12/AUM
		$22.00-32.50/AU	$22.00-23.00/AU
		$.27-20.00/AC	$.27-6.25/AC
Region 5		$1.38-12.00/AUM	$1.38-8.00/AUM
	$5.75-10.00/AUM	$5.00-20.00/AC	$10.00-12.50/AC
	$6.25-10.00/AC		
Region 6		* $1.65/AUM	* $1.65/AUM
		* $10/AU	* $10/AU
		$.19-25/AC	$.19-25/AC

* One Report
Surveyed February, March, April 1984
Total Reports 85

ADDITIONAL INFORMATION FOR PASTURE LAND

- 1% of agreements surveyed were for a term of 5 years. This was a decrease of 3% from 1983.
- 4% of agreements surveyed were for a term of 2 years. This was the same as the 1983 figure.
- 8% of agreements surveyed were for a term of 3 years. This was the same as the 1983 figure.
- 11% of agreements surveyed were for a term of over 5 years. This was a decrease of 1% from 1983.
- 63% of agreements surveyed were for a term of 1 year. This was an increase of 19% from 1983.
- 13% of the surveys did not state a term. This was a decrease of 15% from 1983.

PROVINCIAL GRAZING RESERVES

REGION	# OF RESERVES/REGION	TOTAL ACREAGE/REGION	RATE/AUM FOR 1984
Lethbridge	2 (Irrigated) 1 (Non-Irrigated)	17,547 33,163	$10.20 $ 8.50
Medicine Hat	2 (Irrigated) 2 (Non-Irrigated)	45,658 152,741	$10.20 $ 8.50
West Central	6	88,096	$ 7.65
Edmonton	3	66,786	$ 7.65
St. Paul	5	99,316	$ 7.65
Peace River	5	120,529	$ 7.05
Grande Prairie	5	75,567	$ 7.05

CROWN LAND

REGION	TOTAL ACREAGE	RATE PER AUM
Southern	3,100,000	$ 1.65
Central	800,000	$ 1.375
North	1,800,000	$0.825

PUBLICATIONS

The following machinery and land rental publications are available from your local district agriculturist office, Print Media Branch, 7000 - 113 Street, Edmonton, Alberta, T6H 5T6, or the Farm Business Management Branch, Box 2000, Olds, Alberta, T0M 1P0.

Capital Cost Allowance - Tables for Quick Calculations

Capital Cost Allowance Provisions After the 1981 Budget, Agrifax November 1982 (FS837-15)

Custom Farming Agreement, January 1981 (Agdex 817-10)

Directory of Custom Operators in Alberta - 1985

Economics of Alternative Methods of Anhydrous Ammonia Application, Agrifax March 1983 (FS825-14)

Farm Machinery Costs As A Guide To Custom Rates, Spring 1985 (Agdex 825-4)

Know Your Farm Machinery Costs, Revised January 1984 (Agdex 825-6)

Land Clearing and Breaking Costs, Revised March 1984 (Agdex 825-8)

Land Leasing Agreements in Alberta, with Worksheets & Sample Forms, 1979 (Agdex 812-4)

Leasing Cropland in Alberta, June 1981 (Agdex 812-5)

Leasing Farm Machinery, Agrifax June 1982 (FS825-13)

Pasture Rental Decision Kit, 1980

Self-Propelled or Pull-Type Combine, December 1980 (Agdex 825-7)

What is a Fair Charge for Custom Work?, Agrifax July 1983 (FS825-15)

POINTS TO CONSIDER IN A CUSTOM HIRING AGREEMENT

Custom hiring is a business arrangement. As in all business arrangements, the agreement should outline the rights and duties of all the parties involved. A written agreement is advisable to avoid misunderstandings in case of a dispute. The following points should be considered in a custom hiring agreement.

Operations: The agreement should provide a description of the exact operations to be performed by the parties and the machines, materials and labor to be supplied by each party.

Timeliness: Significant losses can occur if an operation is not started or completed on time. To facilitate planning, a custom hiring agreement should include a schedule of operations for both parties. Such a schedule would be subject to weather conditions and crop maturity. Reasonable notice should be provided by each party when circumstances alter the schedule for operations.

Rate Schedule: The custom operator, for each operation to be performed, should stipulate his rate on the basis of acreage, time (week, day, hour) or total operation performed.

Payment: The agreement should stipulate the terms of payment for custom operations. The custom operator should bill the client on completion of each custom operation indicating the actual units (acres, hours, etc.) completed, the rate charged per unit, the total charge and the due date for payments.

Down-Time: The parties should consider a clause in the agreement, regarding responsibility for down-time as a result of machine breakdown.

Termination: The agreement should include a clause for a minimum period of notice for termination. A penalty should be stated for unjustified termination of the agreement.

Liability: The parties should consider a clause stipulating the responsibility for liability claims as a result of damage to personal property.

Management: The custom agreement should secure provisions that the custom operator will employ acceptable management practices in his operations.

For additional information and sample agreements for the above, refer to the publication "Custom Farming Agreement", Alberta Agriculture, Agdex 817-10.

MACHINERY CUSTOM CHARGE WORKSHEET[1]

Operation ..... Power Unit ..... Implement(s) ..... Acres/Hour .....

	Power Unit	Machine 1	Machine 2
FIXED COSTS PER HOUR[2]			
A. Depreciation	$ _____	$ _____	$ _____
B. Investment Cost	$ _____	$ _____	$ _____
C. Insurance & Housing	$ _____	$ _____	$ _____
D. Total Fixed Cost (A+B+C)	$ _____ (P)	$ _____ (R)	$ _____ (S)
E. Total Fixed Machine(s) Costs (P+R+S)			$ _____ (E)
VARIABLE COSTS PER HOUR[3]			
F. Fuel Cost	$ _____	$ _____	$ _____
G. Lubrication	$ _____	$ _____	$ _____
H. Repairs	$ _____	$ _____	$ _____
I. Total Variable Cost (F+G+H)	$ _____ (T)	$ _____ (U)	$ _____ (V)
J. Total Variable Machine Cost (T+U+V)			$ _____ (J)

K. TOTAL MACHINE COST PER HOUR (E+J)	$ _____ (K)
L. LABOR COST PER HOUR	$ _____ (L)
M. PROFIT MARGIN (20-50% of Variable Cost + Labor)	$ _____ (M)
N. FULL COST + PROFIT (K+L+M)	$ _____ (N)
O. TOTAL CHARGE/ACRE (N ÷ Acres/Hour)	$ _____

1 May refer to Farm Machinery Costs as a Guide to Custom Rates.
2 Refer to Machinery Cost Worksheet and divide by annual hours of use.
3 Refer to Machinery Cost Worksheet.

MACHINERY COST WORKSHEET

Machine.....**Original Cost**.....**Annual Hours of Use**.....

Replacement Cost .....**Sale Value**.....**Years of Use**.....

			Yearly Cost	Hourly Cost
FIXED COSTS (Calculated on Yearly Basis)				
1. Depreciation	= Replacement Cost - Cash Sale Value / Years of Use	$..... - $..... / .....Years	$ _____	
2. Investment Cost	= Original Cash Cost + Cash Sale Value / 2 X Interest Rate	$..... + $..... / 2 X .....%	$ _____	
3. Insurance & Housing	= Original Cash Cost X 1%	$..... X .....%	$ _____	
4. TOTAL FIXED COSTS PER YEAR			$ ═══ (A)	
5. TOTAL FIXED COSTS/HOUR	= Total Costs/Year/Hours of Annual Use	$..... ÷ $.....hr		$ ═══ (B)
VARIABLE COSTS (Calculated on Hourly Basis) (use following formulas if actual costs are not known)				
1. Fuel Cost	= Litre/Hour X Price/Litre	..... X $..... X	$_____	
2. Lubrication	= Fuel Cost X 15%	$..... X .....%	$_____	
3. Repairs	= Original Purchase Price X Annual Repair Rate / Hours of Annual Use	$..... X .....% / .....hrs		$ _____
4. TOTAL VARIABLE COSTS PER HOUR				$ ═══ (C)
5. TOTAL VARIABLE COSTS PER YEAR	= Total Variable Costs/Hour X Hours of Annual Use	$..... X .....hr	$ ═══ (D)	

TOTAL COSTS PER YEAR (A+D) =	$..... + $.....	$ _____
TOTAL COSTS PER HOUR (B+C) =	$..... + $.....	$ _____

CONTACTS	PHONE #	NOTES

METRIC CONVERSION TABLE

1 hectare (ha)	=	2.5 acres
1 kilometre (km)	=	0.625 miles
1 metre (m)	=	3.3 feet
1 centimetre (cm)	=	0.39 inches
1 kilogram (km)	=	2.2 pounds
1 tonne (t)	=	1.1 tons or 2200 pounds
1 tonne (t)	=	36.7 bu. of wheat
	=	45.9 bu. of barley
	=	64.8 bu. of oats
	=	44.1 bu. of rapeseed
1 litre (l)	=	0.22 gallons
1 kilowatt (kw)	=	1.34 horsepower
1 acre	=	.4 hectares
1 mile	=	1.6 kilometres
1 foot	=	.3 metres
1 inch	=	2.5 centimetres
1 pound	=	.45 kilograms
1 ton	=	.91 tonnes
1 bu. of wheat	=	27.3 kilograms
1 bu. of barley	=	21.8 kilograms
1 bu. of oats	=	15.5 kilograms
1 bu. of rapeseed	=	22.7 kilograms
1 horsepower	=	.75 kilowatts

1 kilogram per hectare = 0.9 pounds per acre (approximately)

1 pound per acre = 1.1 kilograms per hectare (approximately)

If a fertilizer recommendation is given in kilograms per hectare and the machine is calibrated in pounds per acre, set the machine at 10% less than the recommendation to obtain the desired rate.